

March 1, 2006

Ms. Marlene H. Dortch Secretary Federal Communications Commission 445 12th Street, S.W. Washington, DC 20554

Re: Federal-State Joint Board on Universal Service, CC Docket No.96-45

Dear Ms. Dortch:

On February 28, 2006, Gene Jilg, Chief Technology Officer of Inmarsat, and Diane Cornell, Vice President of Government Affairs, Inmarsat, met with Narda Jones, Cathy Carpino, Amy Bender, Greg Guice, Jim Lande, Carol Pomponio and Roger Woock of the Wireline Competition Bureau.

Inmarsat presented an overview of the company, its current satellite constellation, and its recent Inmarsat-4 satellite, which will be ready to provide service over North America in the next few months. Mr. Jilg explained how Inmarsat's new Broadband Global Area Network (BGAN) service will be offered to users in the United States. The Inmarsat representatives discussed these points in the context of the attached presentation.

Sincerely yours,

/s/

Diane Cornell

cc: Narda Jones

Cathy Carpino

Amy Bender Greg Guice

Jim Lande

Carol Pomponio

Roger Woock

Attachment

# Introduction to Inmarsat and BGAN Gene Jilg Chief Technology Officer, Inmarsat www.inmarsat.com March 2006

# A Brief History of Inmarsat as a Mobile Satellite Services Provider

Inmarsat, an international treaty organization, created by the International Maritime Organization to provide maritime satellite communications, including maritime distress and safety services via satellite

1982 *Maritime* Services launched globally via leased satellites

1989/90 Land Mobile and Aeronautical services introduced

1990/92 Four *Inmarsat-2* satellites launched

1996/98 Five new *Inmarsat-3* satellites launched

1999 Inmarsat is privatised – no longer an IGO

2005 Launch of first two *Inmarsat-4* satellites

2005 22 June – Listed on London Stock Exchange as public company



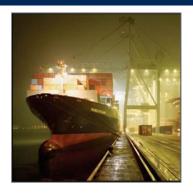
### **Core Business**

#### **Maritime**

#### Land

#### **Aeronautical**

#### **Leasing & Navigation**



- Terminal growth
- Strong data growth
- Increasing voice volumes
- Only provider of GMDSS global safety service
- Long-term purchase commitments



- Strong data services growth
- Videophone used by media worldwide
- Only MSS provider of high-speed data
- BGAN service in 2005



- Current services largely focused on cockpit
- Only ICAO compliant safety services provider
- Installed in >80% of long-haul aircraft (c.7,000)
- Rapid growth in corporate and government segments



- Long-standing, stable end-user base
- Government contracts. 5-year lease
- Attractive use of inorbit capacity
- Future opportunity with I-4 capacity



# Established, Global Distribution Network

#### **Focused Wholesaler**

#### **Distribution Partners (31)**

#### **Service Providers**











- 444 service providers
- Key verticals
- Value-added service offering
- Specialised technical capabilities

Long-established, well-motivated and expanding distribution network







# High-Quality End-User Base

#### First Response/Disaster Relief





REUTERS :

NORTHROP GRUMMAN

































Supplying mission-critical applications to a diverse end-user base





# Unique Global Communications Network

- 11 geostationary satellites in orbit today using L-Band
- 1st I-4 satellite operational
  - 60x more powerful than I-3
  - 16x more communication capacity than I-3
  - Commercial life 2020+
  - 228 spot beams per satellite
- 2nd I-4 satellite successfully launched to serve United States
- Flexible power allocation (hot spots)
  - Satellite capacity can be redeployed real-time to service areas of high demand
  - Supports high density of users in small geographical locations
- Capable of providing Ancillary Terrestrial Component (ATC) as well as Mobile Satellite Services (MSS)
- 100 satellite years without operational failure 99.99% network availability





# Broadband Global Area Network (BGAN) Services

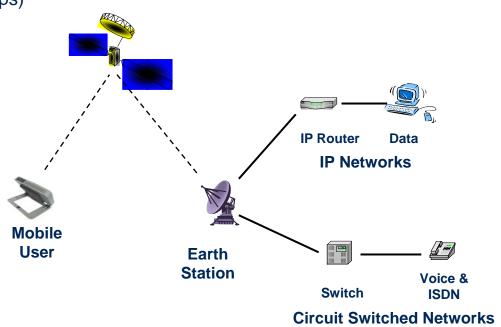
# The 1st new service to be launched on the I-4's and the only mobile satellite service to offer:

High-speed Broadband data (up to 492kbps)

• ... plus low-cost voice

- accessible simultaneously
- through a single, compact device
- with on-demand guaranteed data rates
- that will be available globally







# Mobile Broadband for First Responders

- National Guard
- FEMA
- State Emergency Management Agencies
- Local Emergency Management Agencies
  - Ambulance Services in remote locations











# . . . For Defense Users

- Worldwide Coverage
- Comms-on-the-Move (COTM)
- High Data Rates
- IP Encryption
- Network Security
- Netted Communications
  - Voice
  - Situational Awareness
  - Collaboration Tools





